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- (52) UK CL (Edition P) **G4A** AUXF
- (56) Documents Cited

GB 2294788 A

WO 95/24687 A1

US 5664115 A

Field of Search (58)

UK CL (Edition P) G4A AUDB AUXF INT CL6 G06F 17/30 17/60

Selected publications, Online: COMPUTER, WPI

(54) Abstract Title

A system for exchanging information

- A system for exchanging information between a first business community consisting of enquirers (e.g. borrowers) and a second business community consisting of providers (e.g. lenders) comprising a computer (1) arranged to be accessible on line and programmed to provide:
- a first database containing details of enquirers and their requirements, together with means for displaying interactive forms for introducing requirement data, and means for displaying views of selected data, and
- a second database containing details of providers, together with means for displaying interactive forms ii) for introducing provider data, and means for displaying views of selected data, wherein
 - the enquirer data is recorded in the form of individual project documents, and each project document is accessible at a plurality of levels, a first level being accessible freely by a registered provider and a second level accessible subject to payment, and
 - means enabling a registered second level provider to lock a project document from view by other providers subject to receipt of further payment.

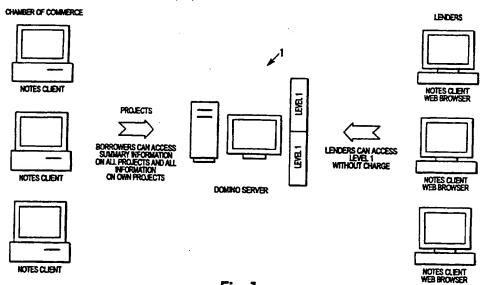


Fig. 1

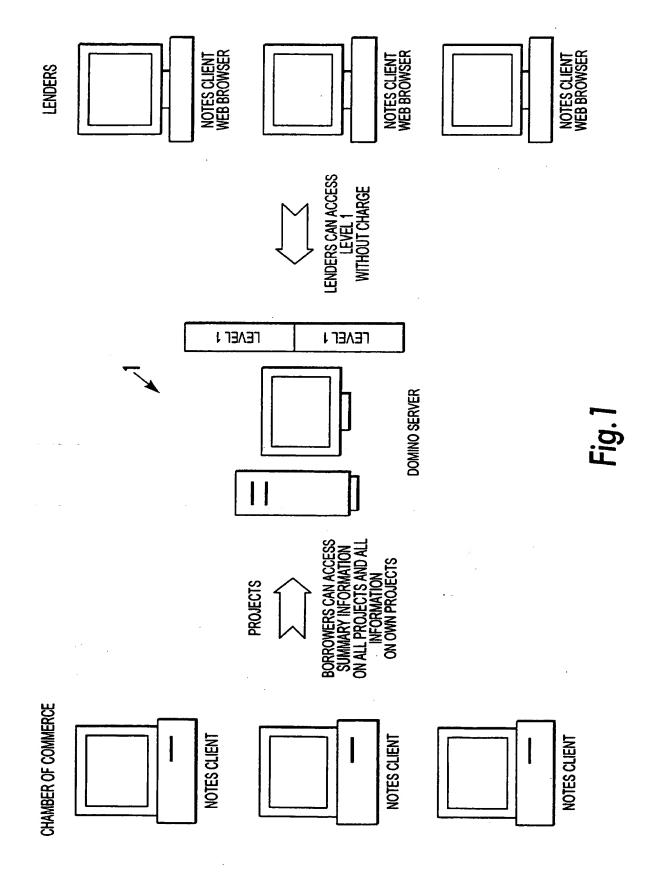
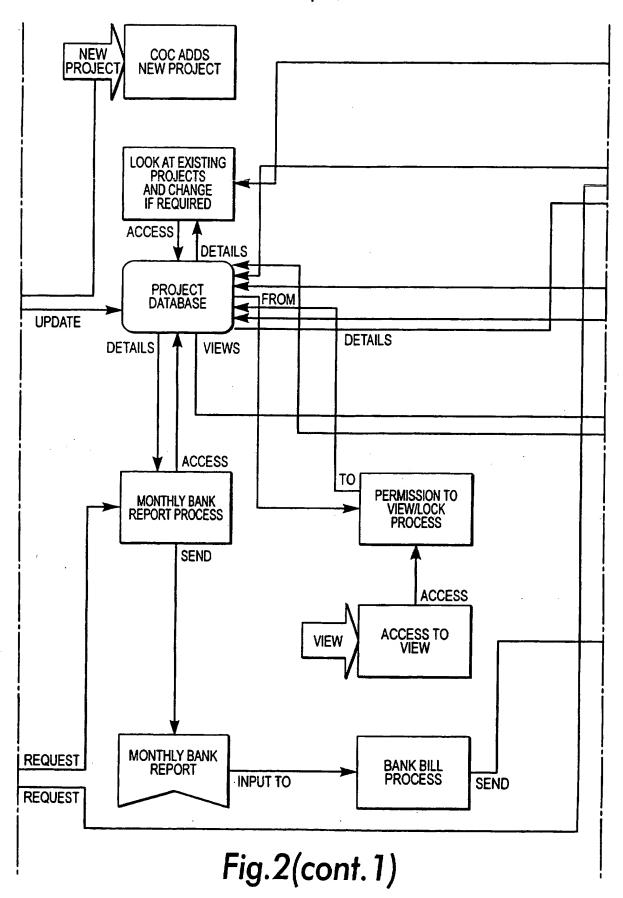
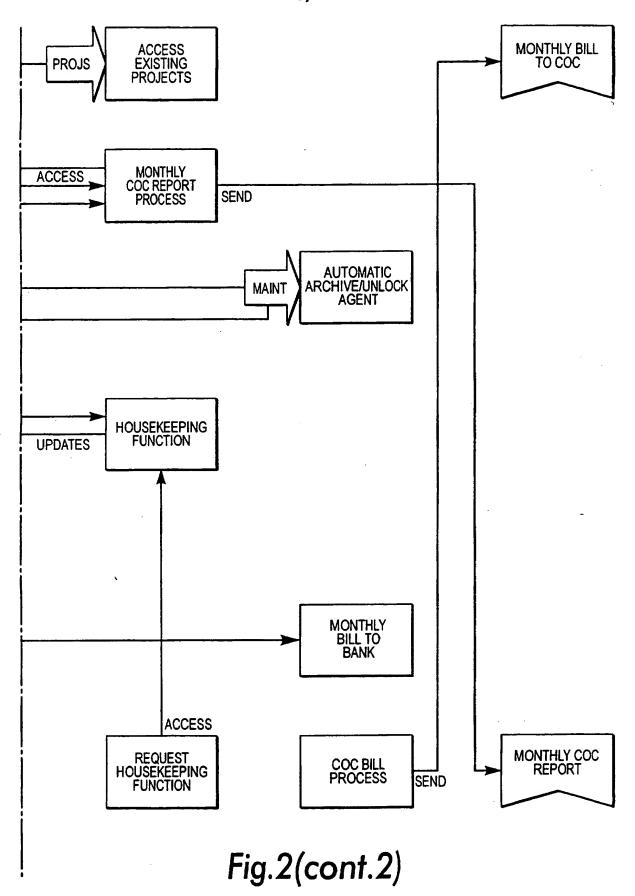
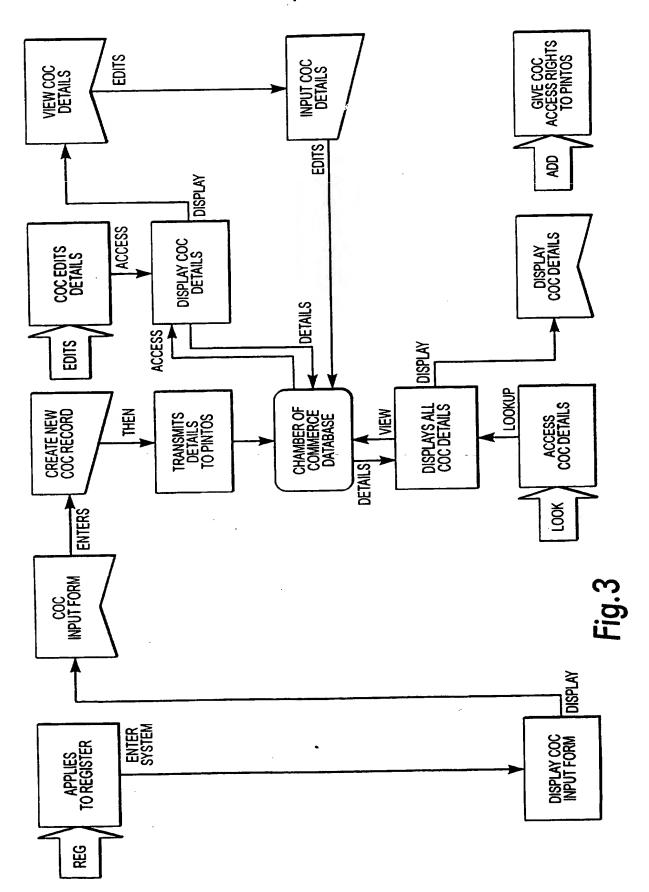
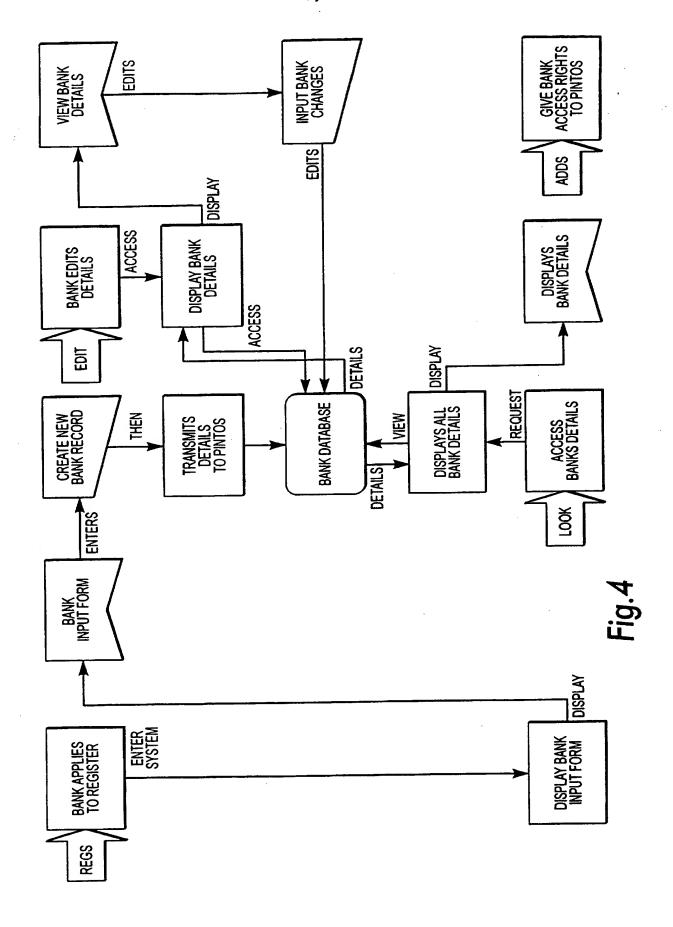


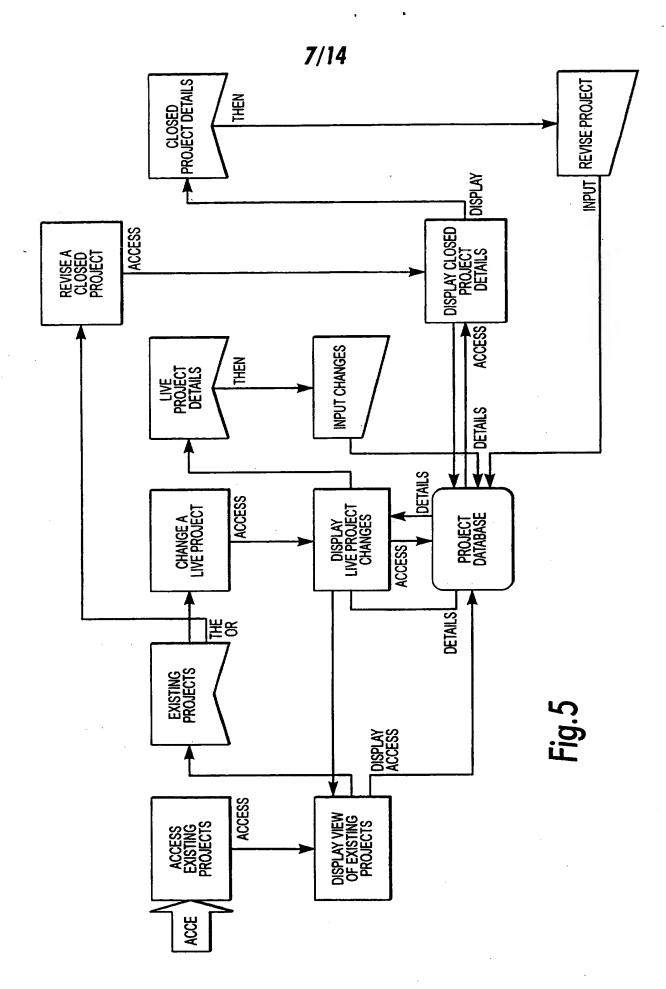
Fig.2

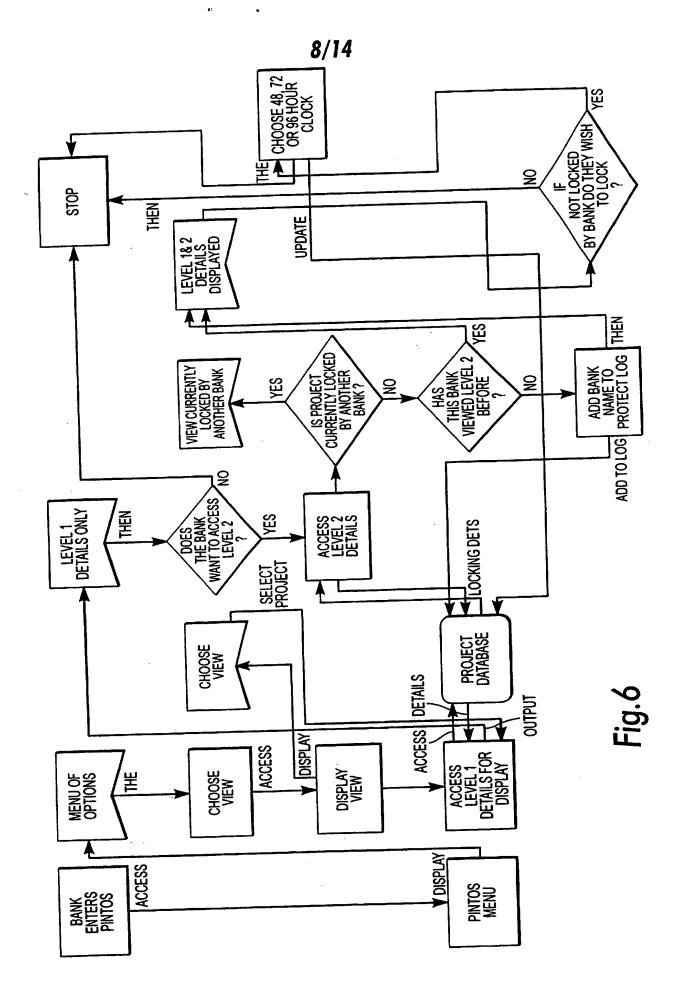


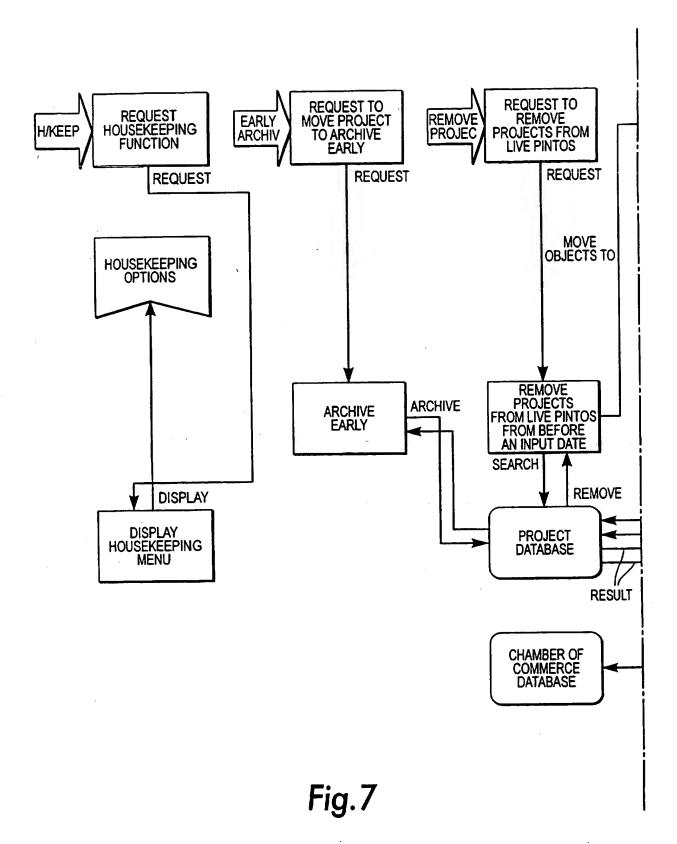


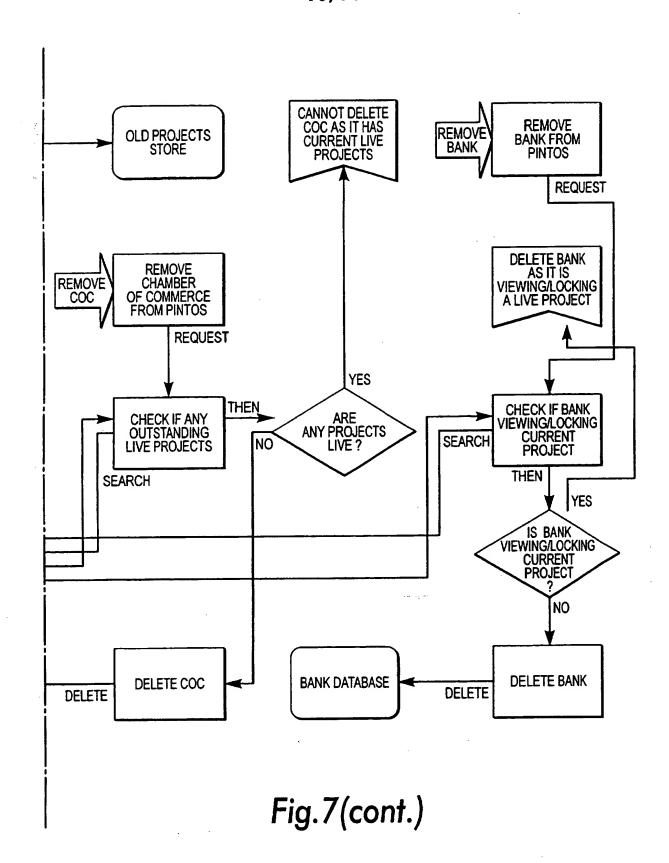


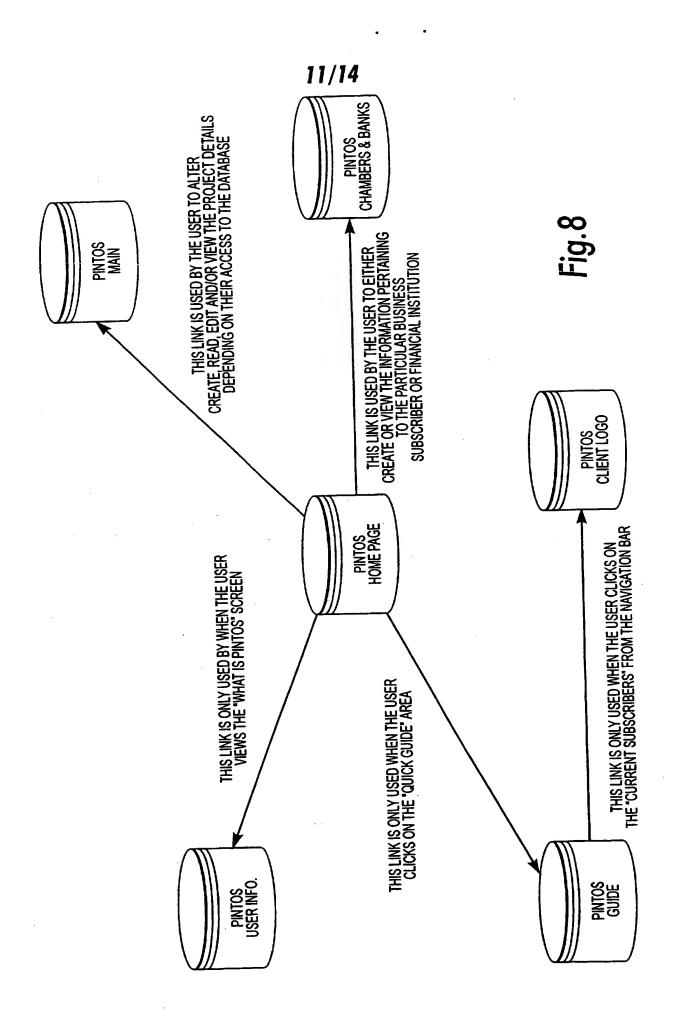












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COMPANY FINANCIAL DATA

PERIOD ACCT

COMPANY SIZE URNOVER

NUMBER OF EMPLOYEES:

ANNUAL TURNOVER: **GROSS MARGIN %**:

PERIOD OF ACCOUNTS:

SROSS MARGIN

DEBT REPAY

GEARING

SHAREHOLDERS FUNDS:

NET CURRENT ASSETS (LIABILITIES):

NET PROFIT:

ANNUAL DEBT REPAYMENT:

GEARING:

REASON FOR RAISING FINANCE:

Fig.9

REQUIRED DATE **URATION TYPE** FINANCIAL OPPORTUNITY: PROJECT ID SECURITY CONTINEN URATION SECURITY YOU HAVE ON OFFER: REQUIRED DATE OF FACILITY: AMOUNT SOUGHT (e.g 150K): FACILITY TYPE REQUIRED: **LEVEL 1 DETAILS** CURRENCY SOUGHT: **DURATION NUMBER: DURATION TYPE:** YOUR INDUSTRY: CONTINENT: COUNTRY:

YOUR PERMISSION TO CONTACT:

BUSINESS PLAN:

YOUR BANKER'S TELEPHONE:

YOUR BANKER'S FAX:

YOUR BANKER'S ADDRESS:

YOUR BANKER'S NAME:

BANK ADDRESS

BANK PHONE

SEC LOCATION

SECURITY TITLE DEEDS REGISTRATION NUMBER:

DETAILS OF ISSUER OF SECURITY:

LOCATION OF SECURITY AND TENURE:

BANK NAME

LEVEL 2 DETAILS

PROJECT TITLE	COMPANY NAME	COMPANY REG No.	COUNTRY REG	COMPANY CONTACT	COMPANY ADDRESS	COMPANY PHONE	COMPANY FAX	COMPANY E-MAIL	CHAMBER NAMES	CHAMBER NUMBER	CHAMBER PROJECT ID
FINANCIAL OPPORTUNITIES TITLE:	COMPANY NAME:	COMPANY REGISTRATION NUMBER:	COUNTRY OF REGISTRATION:	PERSON(S) TO CONTACT:	YOUR COMPAN'S ADDRESS:	COMPANY'S TELEPHONE:	COMPANY'S FAX:	COMPANY'S E-MAIL:	SUBSCRIBER'S NAME:	SUBSCRIBER'S NUMBER:	SUBSCRIBER'S ID

Fig. 9(cont. 1)

LOCKED DATES

DATE

FINANCIAL OPPORTUNITY ACTION LOG

PROJ ACTIONS

ACCESS LEVEL 2 DETAILS

FINANCIAL INSTITUTION ACCESSED L2 NAMES

LOCKED FINANCIAL OPPORTUNITY

FINANCIAL INSTITUTION

LOCKED NAMES

LOCKED TYPES TYPE

SCHED REMOVAL DATE PROJECT ENTRY DATE

PROJECT AUTHOR

SCHEDULED FINANCIAL OPPORTUNITY REMOVAL DATE:

FINANCIAL OPPORTUNITY AUTHOR: FINANCIAL OPPORTUNITY STATUS:

FINANCIAL OPPORTUNITY ENTRY DATE:

Fig. 9 (cont. 2)

A SYSTEM FOR EXCHANGING INFORMATION

This invention relates to a system for the exchange of information between prospective providers such as lenders and prospective enquirers such as borrowers.

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Companies and other prospective borrowers seeking to raise finance traditionally have to approach prospective lenders through an intermediary. This invention aims to provide a system which enables much easier, quicker and direct exchange of information between such parties and to help match the requirements of the respective parties.

According to one aspect of the invention there is provided a system for the exchange of information between a first business community consisting of enquirers and a second business community consisting of providers comprising a computer arranged to be accessible on line and programmed to provide:

- i. a first database containing details of enquirers and their requirements, together with means for displaying interactive forms for introducing requirement data, and means for displaying views of selected data,
- ii. a second database containing details of providers, together with means for displaying interactive forms for introducing provider data, and means for displaying views of selected data, wherein
 - (a) said enquirer data is recorded in the form of individual project documents, and each project document is accessible at a plurality of levels, a first level being accessible freely by a registered provider and a second level accessible subject, if desired, to payment or contract to pay, and
 - (b) means enabling a registered second level provider to lock a project document from view by other providers subject, if desired, to receipt of further payment or contract to pay.

According to another aspect there is provided a system for the exchange of information between prospective lenders and prospective borrowers comprising a computer arranged to be accessible on line and programmed to provide:

- i. a main database containing details of prospective borrowers and their requirements, together with means for displaying interactive forms for introducing borrower data, and means for displaying views of selected data,
- ii. a lender database containing d tails of lenders, together with means for displaying interactive forms for introducing lender data, and means for displaying views of selected data,

wherein

- (a) said borrower data is recorded in the form of individual project documents, and each project document is accessible at a plurality of levels, a first level being accessible freely by a registered lender and a second level accessible subject, if desired, to receipt of payment or contract to pay, and
- (b) means enabling a registered second level lender to lock a project document from view by other lenders subject, if desired, to receipt of further payment or contract to pay.

The locking means may be arranged to lock out all other providers or lenders, or to lock out all other providers or lenders except for a selected number, whereby the enquirer or borrower has a choice of offers.

Preferably the system is arranged whereby access to the system by borrowers (or other enquirers) can only take place via a registered central authority (e.g. a Chamber of Commerce) to which the enquirer or borrower belongs and which is capable of verifying the bona fides of an enquirer or a borrower desiring access.

The invention will now be further described, merely by way of example, with reference to the accompanying drawings in which:

Figure 1 is a schematic diagram illustrating the main components of a 20 system according to the invention;

Figure 2 is a flow chart providing an overview of the components of the system and how they function together;

Figures 3 - 7 are more detailed flow charts of parts of the system;

Figure 8 is a schematic diagram of the information held within the system;

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Figure 9 is a view of a suitable form for introducing borrower details at two levels into the project database.

As shown in Figure 1, the system comprises a main computer system 1 which holds data provided by prospective borrowers and prospective lenders. This main computer system and the data held therein can be accessed on-line by prospective borrowers and prospective lenders so as to facilitate the exchange of information between the parties.

A prospective borrower may access the system, typically by means of a web browser and an internet connection between the main computer system and the borrower's own computer. A borrower wishing to make use of the system is able to subscribe to the service, either on-line or via conventional payment methods. The borrower is then issu d with a us r guide, user software and a password, again either on-line or by other means. Having subscribed to the system, the borrower is able to enter data into the main computer system giving

details of the finance required etc. This information is preferably categorised by the main computer into a plurality of levels. L vel 1 may, for instance, provide a brief summary of the borrower's requirements but no other details. Level 2 may provide a more detailed description together with contact details, i.e. the name of the borrower, address, telephone number etc.

The borrower is also able to browse through information held on the main computer system provided by prospective lenders describing the various forms of finance they are able to offer. Preferably, no other fees are payable by the prospective borrower for use of the system apart from the initial subscription fe.

Prospective borrowers preferably subscribe or connect to the system via or using the facilities of Chambers of Commerce, accountants, embassies or other such organisations.

Prospective lenders wishing to use the system can subscribe to the system on-line or via conventional methods. They are then issued with a password which enables them to browse, again typically using a web browser and an internet connection, information held on the main computer system provided by prospective borrowers. Preferably, their initial subscription provides the prospective lender with access to limited information, e.g. to Level 1 information provided by the prospective borrowers. The lender is thus able to view summaries of the requirements of all the prospective borrowers. The prospective lender is then able to select one or more particular projects which matches the type of business they are seeking to serve. Such selection may be provided on-line, e.g. by simply "clicking" a hyper-text link whereupon the prospective lender is provided with access to more information on the selected project, e.g. Level 2 information. The lender incurs a further fee in accessing this information and this is preferably automatically logged by the main computer system and added to the lender's account with the service provider.

If, having accessed the Level 2 information, the prospective lender is interested in the project described, the system preferably enables the lender to "lock" the project for a given period of time, e.g. 24, 48 or 72 hours, to prevent other prospective lenders from accessing information on the project during that period. This may prevent access to just the Level 2 information or to both Level 1 and Level 2 information. This incurs a further fee which is automatically charged to the lender's account as before.

The system administrator also has access to the main computer syst m, either directly, or via an on-line connection. The system administrator is able to perform a variety of functions, e.g. vetting information put into the system by prospective borrow rs and prospective lenders, software maintenance and

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updating, extracting billing information to enable monthly statem into the sent to the prospective lenders according to their use of the system, etc.

As indicated in Figure 1, the system can conveniently b arranged using Lotus Notes (trade mark) software and a Lotus Domino (trade mark) server. On-line access to the server may be by means of an intranet or the internet.

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The main computer system is also preferably arranged to ensure that information held on the database is secure and that communications to and from the database between the users is secure using conventional encryption techniques, passwords etc.

The system thus provides an introduction service between prospective lenders and prospective borrowers. The system allows the controlled exchange of information between the parties so as to facilitate the matching of the requirements of the respective parties. It provides prospective lenders with easy, quick, direct and cost-effective access to details of lending opportunities and it provides prospective borrowers with an easy, quick and cost-effective access to information provided by prospective lenders and enables them to advertise their requirements to a variety of lenders.

This exchange of information via the database enables the initial browsing and review of the information to be carried out anonymously, so avoiding time-consuming and potentially unproductive meetings between the parties. It also enables the lenders to select projects which satisfy their particular selection criteria and so facilitates the matching of the requirements of the prospective lenders and prospective borrowers.

Figures 2 to 7 provide flow diagrams which illustrate the operation of the main computer system and the user's interactions therewith;

Figure 2 provides an overview of the system;

Figure 3 provides more detail of the registration of potential borrowers via a Chamber of Commerce (COC);

Figure 4 provides more detail of the registration of a prospective lender such as a bank;

Figure 5 provides more detail of how a Chamber of Commerce may view th projects on the system and make any necessary changes thereto;

Figure 6 provides more detail of how a bank may request permission to view further details of a project and, if required, lock access to those details; and

Figure 7 provides more detail of administration and housekeeping functions which may be carried out by the system administrator.

Figures 2 - 7 are provided in the form of flow charts drawn in accordanc with a well-known convention and will be readily understood by those skilled in th

art. Further detailed description of these figures is not, therefore, provided except by way of the Example which follows.

Further details of the databases within the system and the information that can be obtained ther from by the various m ans is given below with ref rence to Figures 8 and 9:

Outline - Brief Description

Within this system there are seven databases,

10 PINTOS (Main)

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PINTOS Chambers & Banks

PINTOS Home Page

PINTOS User Info

PINTOS Client Logo

15 PINTOS Guide

PINTOS Access Log

Within these databases are the following forms, views and navigators showing the relevant information as to how they are all linked (by one means or another) together.

Only Business Subscribers and Financial Institutions that have been registered for the system can access the information. Security measures within the system prevent anyone else from accessing the data.

KEY to the system

Chamber of Commerce Generically known as Business

Subscribers

Banks Generically known as Financial Institutions

Projects Generically known as Business

Opportunities

HTTP Hyper Text Transfer Protocol

URL Universal Resource Locator

IP Internet Protocol

PINTOS Trademark

PINTOS (Main) Database

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other Financial Institution(s) for a further fee.

The purpose of this database is to enable an individual or company seeking project funding, to create a project document for display in the system and viewing by a Financial Institution who are looking to provide project funding.

This project information can then be accessed by registered Financial Institutions. Initially they will view Level I details. Level 2 details are only displayed after the Financial Institution has agreed to pay for them. After reaching Level 2, the Financial Institution is then offered the chance to lock the project details from

Project details are displayed within views relevant to whether the viewer is a Business Subscriber or a Financial Institution.

FORMS	
Bank Project1	This form contains both Level 1 and Level 2 Details, but
	from the user point of view, this form is only used to
	show the Level 1 Details
Bank Project2	This form contains both Level 1 and Level 2 Details,
	and is shown to the user once they have asked to
	reveal the Level 2 Details.
COC Project	This form contains both Level 1 and Level 2 Details,
	and is the default form, when the Business Subscriber
	initially creates the project document.
Complete Project	This form contains both Level 1 and Level 2 Details,
	and is shown to the user once the Project has been
	completed.
Locked By Other	This form contains both Level 1 and Level 2 Details and
	is shown to the user that the project has been locked by
	another bank.
Locked By User	This form contains Level 1 and Level 2 Details and is
	shown to the user that they have locked the project.
No Acc Project	This form shows information to a user who does not
	have access to the project that they are trying to view.

VIEWS

Business Subscribers This view shows relevant information from the

Financial project documents that only the Business Subscribers

Opportunities can see.

Financial This view shows relevant information from the project

Opportunities By documents that only the Financial Institutions can see,

Continent categorised by the continent.

Financial This view shows relevant information from the project

Opportunities By documents that only the Financial Institutions can see,

Duration categorised by the Duration.

Financial This view shows relevant information from the project

Opportunities By documents that only the Financial Institutions can see,

Facility Required categorised by the Facility required.

Financial This view shows relevant information from the project

Opportunities By documents that only the Financial Institutions can see,

Start Date categorised by the Start Date.

Financial This view shows relevant information from the project

Opportunities By documents that only the Financial Institutions can se.

categorised by the Underlying Transaction.

NAVIGATORS

Underlying
Transaction

Project Categories This navigator is a visual picture, that links to

the Financial Institutions views that are

described above.

And has a facility to return to the Main Menu.

PINTOS Chambers & Banks Database

The purpose of this database is to allow either a Business Subscriber or a Financial Institution to register on-line via the Internet. Registration is a prerequisite for use of the system.

The views show data relevant to whether the user is a Business Subscriber or a Financial Institution.

FORMS

Bank This form is created by and contains

information relating to the Financial

Institution.

CO Commerce This form is created by and contains

information relating to the Business

Subscriber.

VIEWS

Business Subscribers This view shows only the name of the

Business Subscribers that have registered

within the system

Financial Institutions This view shows only the name of the

Financial Institutions that have registered

within the system

PINTOS Home Page Database

This database is where the user begins.

There are various options for the user to access and move around the system, depending on the category of user they are. These options include Displaying registered Financial Institutions or Business Subscribers, Submitting a new application and Registering as a Business Subscriber or Financial Institution. If the user is neither a Business Subscriber and/or a Financial Institution, they are allowed only to see information held in the 'What is Pintos' screen and the 'Quick Guide' screen.

FORMS

Register This form has no input from the user, and

is only used for reference if the user wants to register on the system via the web and

telling the user who to contact (at present).

VIEWS

Register This view shows one single register

document that this linked to the main

navigator.

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NAVIGATORS

PINTOS

This is the Main Menu or starting point of the system, where the user - either a Business Subscriber or a Financial Institution - can move around the system given the present security implementation within the system.

PINTOS User Information Database

This database gives information and background about PINTOS. It is accessed by the user when they select 'What is Pintos' from the Main Menu.

The database itself has no other function.

"ABOUT DATABASE"

What is Pintos?

This document shows the user an introduction and the benefits of PINTOS. This information can be accessed by anyone, via the Web.

PINTOS Client Logo Database

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This database holds all the logos for the companies registered on the system, with linkage to the company's Home page on the Internet, if appropriate.

The database itself has no other function.

"ABOUT DATABASE"

PINTOS Subscribers and Institutions

This document shows all the logos for all companies registered on the system and a link to the company's own Home Page on the Web.

PINTOS Guide Database

This database holds only a brief overview and the basic principles of the system.

The database itself has no other function as yet.

"ABOUT DATABASE"

Quick Guide

This Quick Guide is a basic diagram showing the relationship(s) between the Business Subscribers and the Financial Institutions within the system.

PINTOS Access Log Database

This is a Domino database based on the Domino Log template. Domino

adds a Log document to the database with each HTTP request to track information

pertinent to the request, such as

The name of the user. (if the user supplied a name and password)

The user's IP Address

What information the user or browser requested.

The URL's that clients visited and that contained links to URL's on this site.

The content type of data accessed by the user.

This is only used for Access Log and Billing Purposes only.

15 Example

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In this example, offers of registration with the system may be distributed to banks who may decide to register for payment of an annual subscription. This can be done by post if necessary or on line and registered bank details are entered into the computer and can be checked as viewed in Figure 4.

Also in this example, the system contemplates that borrowers, e.g. SMEs will be registered with a Chamber of Commerce (COC) or similar authority which can verify their authenticity and view proposed business plans. The authorities will be subscribers in a similar manner to the banks, e.g. for payment of an annual subscription (Figure 2, top left). Only registered authorities will have access to the system, not individual companies.

An individual company will approach its COC with a business plan and request access to the system. After approving the business plan and if necessary seeking appropriate payment from the company, the COC will access the system upon a project form as illustrated in Figure 9, using appropriate data selected from the business plan and the project will be entered on the project database forming part of the main database (Figure 2, upper centre) and will remain on the syst m for access by the banks. It will be seen from Figure 9 that the data is recorded at two levels of detail, e.g. the company name only appearing at 1 vel 2.

A bank will access the system via the home page which provides a menu of options for scanning the project database. The options may includ:

Submit a new application

Access your existing applications

Register as a Business Subscriber

Access financing opportunities

Display Registered Financial Institutions

Register as a Financial Institution

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The bank may access "financing opportunities" and will be presented with a menu for scanning these projects under the headings:

Continents

Project Type

Duration

Start Date

Facility Required

20 A search engine may also optionally be provided for access as an alternative.

Should the bank chose to scan by Continent he may find the following brief heading details:

Africa

25 Sudan

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Project (Code name) US Dollars 100,000 6 months 04/2001

A menu will include an option to expand, upon exercising which the bank will be given the Level 1 details (top of Figure 9) and an option to select Level 2, which may include an approval of payment on its account. On selecting Level 2 a view will be provided similar to all of Figure 9, giving full details of the project.

If the project has been locked by another bank a notice will appear at the bottom of the page indicating the duration of the lock.

After reading the project details, the bank may decide to lock out competitors for a period. On choosing this option a menu will appear asking for confirmation and the desired period. Alternativ periods of 48, 72 and 96 hours are preferred which will attract different fees from the bank.

Depending upon the system set-up it may be possible to lock out all competitors. However it is preferred to arrange for the first two competitors to

access the system after locking to be allowed access. This enables the borrower to choose from among a small silection of offers. The bank may then ask for access to the complete business plan.

Since it will have full details of the company, further transaction may be undertaken between the parties directly. Optionally, however, the system may be arranged so that an offer can be accepted subject to contract, whereupon the project is removed from the database. Upon acceptance by the parties being transmitted to the COC the project can be removed. The project will normally be removed by default after 14 days.

Although the system is designed primarily for exchange of information between lenders and borrowers, it may be adapted for other applications of a similar nature, e.g. requiring a business community of enquirers and another of providers whether of goods or services.

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What I Claim is

- 1. A system for the exchange of information between a first business
 5 community consisting of enquirers and a second business community consisting of
 providers comprising a computer arranged to be accessible on line and
 programmed to provide:
 - i. a first database containing details of enquirers and their requirements, together with means for displaying interactive forms for introducing requirement data, and means for displaying views of selected data,
 - ii. a second database containing details of providers, together with means for displaying interactive forms for introducing provider data, and means for displaying views of selected data,

wherein

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- 15 (a) said enquirer data is recorded in the form of individual project documents, and each project document is accessible at a plurality of levels, a first level being accessible freely by a registered provider and a second level accessible subject, if desired, to payment or contract to pay, and
- (b) means enabling a registered second level provider to lock a project document from view by other providers subject, if desired, to receipt of further payment or contract to pay.
 - 2. A system according to claim 1 wherein the locking means is arranged to lock out all other providers.
 - 3. A system according to claim 1 wherein the locking means is arranged to lock out all other providers except for a selected number, whereby the enquirer has a choice of offers.
- 4. A system according to any preceding claim arranged whereby access to the system by members of one or both communities can only take place via a registered central authority to which the members of the relevant community belong and capable of verifying the bona fides of a member desiring access.

- 5. A system for the exchange of information by tween prospective lenders and prospective borrowers comprising a computer arranged to be accessible on line and programm d to provide:
- i. a main database containing details of prospective borrowers and their requirements, together with means for displaying interactive forms for introducing borrower data, and means for displaying views of selected data,
 - ii. a lender database containing details of lenders, together with means for displaying interactive forms for introducing lender data, and means for displaying views of selected data,

wherein

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- (a) said borrower data is recorded in the form of individual project documents, and each project document is accessible at a plurality of levels, a first level being accessible freely by a registered lender and a second level accessible subject, if desired, to receipt of payment or contract to pay, and
- (b) means enabling a registered second level lender to lock a project document from view by other lenders subject, if desired, to receipt of further payment or contract to pay.
- 20 6. A system according to claim 5 wherein the locking means is arranged to lock out all other lenders.
- 7. A system according to claim 5 wherein the locking means is arranged to lock out all other lenders except for a selected number, whereby the borrower has a choice of offers.
 - 8. A system according to any of claims 5 to 7 arranged whereby access to the system by borrowers can only take place via a registered central authority (e.g. a Chamber of Commerce) to which the borrower belongs and which is capable of verifying the bona fides of a borrower desiring access.
 - 9. A system according to any preceding claim wherein the programme includes a client database containing accessible information on registered clients.
- 35 10. A system according to any preceding claim containing information and/or guide pages.

- 11. A system according to any preceding claim containing an archive data base for tracking operations and payments.
- 12. A system for the exchange of information between prospective lenders and prospective borrowers substantially as described herein with reference to the accompanying drawings.





Application No:

GB 9808661.4

Claims searched: 1 - 12 **Examiner:**

David Keston

Date of search:

30 September 1998

Patents Act 1977 Search Report under Section 17

Databases searched:

UK Patent Office collections, including GB, EP, WO & US patent specifications, in:

UK Cl (Ed.P): G4A (UDB, UXF)

Int Cl (Ed.6): G06F 17/30, 17/60

Selected publications, Online: COMPUTER, WPI Other:

Documents considered to be relevant:

Category	y Identity of document and relevant passage			
A	GB 2294788 A	(REUTERS), see abstract and fig. 3	1-12	
Α	WO 95/24687 A1	(EAGLEVIEW), see abstract and fig. 1	1-12	
A	US 5664115	(FRASER), see abstract and fig. 1	1-12	
			<u></u>	

Member of the same patent family

- Document indicating technological background and/or state of the art.
- Document published on or after the declared priority date but before the filing date of this invention.
- Patent document published on or after, but with priority date earlier than, the filing date of this application.

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